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NASA Langley Contributes \$2.25 Billion to Local, Regional and National Economy

NASA Langley Research Center's influence extends beyond its technology contributions to U.S. industry, other governmental agencies, and universities to being a solid financial contributor to the local, state and national economy. With \$4 billion of NASA Langley technology assets centralized in Hampton, aerospace, aviation and defense contract companies are naturally locating here. The Center's technology transfer program and procurement opportunities serve as a magnet to attract this industry sector. National economic impact for fiscal year 2002 was over \$2.25 billion in total direct and indirect impact for this world-class facility.

NASA's Langley Research Center is an important national resource serving inherent government functions such as safety, national defense, environmental study and the air transportation



NASA Langley's Airborne Research Integrated Experiments System (ARIES) 757 "flying laboratory" soaring over the 800-acre NASA Langley Research Center.

system. The Center develops innovative aerospace technologies that not only contribute to the vitality of

our nation's aerospace program but also improve the quality of life for all Americans. ■

Obligations by Economic Sector

National Economy Awards to:	\$M
Businesses	\$352.2
Nonprofit institutions	\$ 41.4
Educational institutions	\$ 69.8
Total to the National ¹	\$463.4
Virginia Economy Awards to:	
Businesses	\$195.7
Nonprofit institutions	\$ 25.2
Educational institutions	\$ 15.0
Total to Virginia ²	\$235.9

Hampton Roads Economy Awards to:	
Businesses	\$167.9
Nonprofit institutions	\$ 23.9
Educational institutions	\$ 10.0
Total to Hampton Roads	\$201.8

Footnotes

1. Intragovernmental or outside of U.S. obligations not included.
2. Intragovernmental obligations not included.

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Volume 7 Issue 3
NOVEMBER 2003

NASA Langley Appoints New Director

—First Order of Business Developing Newly-Established
NASA Engineering and Safety Center—

Gen. Roy D. Bridges, Center Director for NASA's Kenney Space Center (KSC), Florida, has been named Center Director for the agency's Langley Research Center, Hampton, Virginia. Gen. Bridges, a retired U.S. Air Force Major General and former space shuttle pilot assumed his new duties Aug. 10, 2003.

Bridges' first order of business is to develop the newly established NASA Engineering and Safety Center (NESC)



Gen. Roy Bridges, newly appointed NASA Langley Research Center administrator effective Aug. 15, 2003.

at Langley. "The NESC will provide a robust complement of independent technical expertise to examine and address potential risks in major NASA programs and projects and it will coordinate comprehensive

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National Institute of Aerospace Names First President

—Dr. Robert E. Lindberg, Jr., Will Lead the Research Institute—

After an extensive year-long quest, the National Institute of Aerospace (NIA) in Hampton, Va., has chosen one of its own, Dr. Robert E. Lindberg, Jr., to head the research institute. "Following a national search, the board of NIA is very pleased to select Dr. Bob Lindberg as NIA's first President," said Dr. Mark G. McNamee, chairman of the National Institute of Aerospace Asso-



Dr. Robert E. Lindberg, Jr. to head the National Institute of Aerospace.

ciates (NIAA) Board of Directors. "Bob is an outstanding person who will provide great leadership for the NIA."

Lindberg has been Vice President of Research and Program Development at NIA, since it started up almost a year ago. He replaces Dr. Robert Whitehead, a retired NASA Associate Administrator who served as interim NIA president and executive director while the search for a permanent head was underway. The National Institute of Aerospace is a world-class research institute, just outside NASA's Langley



NIA logo

Research Center. It was created to complement Langley's mission to do cutting-edge aerospace and atmospheric research, develop new technologies for the nation and help inspire the next generation of scientists and engineers.

Before coming to NIA Lindberg was a senior vice president at *Orbital Sciences Corp.* He also worked as a branch head and physicist at the Naval Research Laboratory. Lindberg has a bachelor's degree in physics from the Worcester Polytechnic Institute, a master's degree in engineering

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Governor Launches Virginia Motorsports Initiative

—Boosts Hampton Efforts to Tap Into Industry—

Hampton's efforts to claim the title of "Motorsports Technology Capital of North America" received a boost with Governor Warner's recent announcement of the Virginia Motorsports Initiative. Three main areas have been targeted: new business recruitment; support of existing racing venues and assets; and nurture research and development and workforce training. Financial support will be allocated from existing sources such as traditional incentives to qualifying businesses and seeking additional federal funds.

Under this newly launched initiative, the Commonwealth will seek additional federal funds for the expansion of the *Langley Full Scale Wind Tunnel* allowing for a broader array of race car testing. Over half of the NASCAR Winston Cup teams and other race teams from various motorsports leagues worldwide have been tested in the facility. Old Dominion is also in the process of obtaining access to other wind tunnels located at NASA Langley, enabling them to expand their resources to the high-performance automotive industry. History was made in September with the



Governor announces Virginia Motorsports Initiative at Martinsville Speedway on August 13, 2003.

successful completion of a feasibility text of a Penske Racing South race car in NASA Langley's 14x22 wind tunnel. Although Old Dominion University has been testing race cars in the Langley Full Scale Tunnel for the past five years, this event marks the first ever test of a race car in NASA's 14x22 wind tunnel and exemplifies the vast technical capabilities of NASA's Langley Research Center.

According to the Governor's news release distributed August 13, 2003, Warner states that "Virginia has a strong cluster of racing venues and motorsports businesses. Our new initiative will build on these existing

assets to promote the growth of the motorsports industry and racing venues. Our aim is to attract and grow in Virginia a dynamic motorsports industry that sees the Commonwealth as the preferred location for engine builders, component makers, race car teams, and other businesses in the fast growing motorsports world."

New marketing materials have also been recently completed by the Hampton Motorsports Technology Alliance touting the area's expertise and technology assets as well. For more information or to request the above mentioned materials, please contact the Hampton Motorsports Technology Alliance at 1-800-433-2449, 757-727-6237, e-mail: business@hampton.gov or visit www.hmta.info for additional details. ■



The Virginia Motorsports Initiative race car.

West Corporation Honors Experience Works, Inc. and Senior Citizen Employees

— Ceremony held in conjunction with National Employ the Older Worker Week Celebrated September 21-27, 2003 —

West Corporation hosted an awards ceremony on Sept. 26 at 10 a.m. to honor Experience Works, Inc., in recognition of their partnership with the company. West also acknowledged their senior employees with certificates of appreciation. Hampton City Councilman Turner Spencer was on hand to give remarks and present awards. Experience Works, Inc., formerly known as Green Thumb, has

a national Senior Community Service Employment Program that assists those age 55 or older in seeking employment. Most recently, West has hired five seniors out of this program and is continuing to work with Experience Works to make additional placements. West's Hampton operation is located at 225 Fox Hill Road and began operations in September 1996. West is a major employer in Hampton and employs approxi-

mately 1,500. For more information, visit www.west.com. ■



Hampton Councilman Turner Spencer addresses group at awards ceremony to honor senior citizen employees. Also on hand were West Corporation Human Resources Director Vanessa J-Douglas and fellow company employees Michelle Harris and Janice Davis.

National Employ the Older Worker Week

- Commemorative week initiated by the American Legion in 1985
- Over the next 30 years, more than 61 million Americans will retire
- America will experience a labor shortage of 4.8 million workers in 10 years, 19.7 million in 20 years and 35.8 million in 30 years
- Older workers score high on job skills, loyalty, reliability, absenteeism, and job turnover

Sources: Employment Policy Foundation and Professional Safety (article on the Silver Collar Worker)

Hampton University Has Interns Available for International Business Research

Hampton University has recently been awarded a \$350,000 federal grant to increase international business skills in the undergraduate business management curriculum and provide support services to the Hampton Roads business community in this area. The grant is known as the *Worldview Alliance For Business and International Education*.

The City of Hampton Development Department is assisting Hampton University by seeking Hampton companies who may be interested in acquiring the

services of a student intern, paid through the grant funds, to assist with a project which is international in scope. Should you be interested in pursuing this opportunity, please contact Sam Workman at 757-727-6237.

A primary factor in the award of this grant was the collaborative nature between Hampton University, the City of Hampton, and the private sector. As part of the application, a Memorandum of Understanding was developed between HU and the City of Hampton Economic Development Department to support the

Business and International Education Program activities of the School of Business. ■

Companies interested in acquiring a Hampton University intern, paid through grant funds, to explore international business opportunities, please call the Hampton Dept. of Economic Development at 757-727-6237 or e-mail: business@hampton.gov.

Spectrum Comm Wins Information Systems Security Management Contract

Spectrum Comm Inc., a consulting firm that provides high-powered information security and intelligence services to the military, public and private entities, recently announced the winning of a \$22 million, five-year Information Systems Security Management (ISSM) contract with the Air Force Distributed Common Ground System (AF DCGS) program.

AF DCGS is the Air Force's leader in Intelligence, Surveillance, and Reconnaissance (ISR) Collections receipt, Tasking, Processing, Exploitation, and Dissemination systems that utilizes Spectrum's ISSM agents in support of ISR operations.

Central to the award of this contract is Spectrum's reputation as a leader in providing talented and sound business practices.



Spectrum Comm President Jeffrey Wassmer with employees.

Spectrum's services center on the design and operation of sophisticated, highly-secure information networks utilized by government agencies, justice and law enforcement and private enterprise. Additionally, **Spectrum was selected by Inside Business, a weekly business journal, as one of the Top 25 best places to work in Hampton Roads.**

The company provides expertise in computer security, intelligence, surveillance and reconnaissance (ISR), litigation support and computer forensics and investigative support. It counts the United States Air Force, as well as many other high-profile organizations, among its clients. Spectrum relocated to Hampton Roads in 2001 based on its ISR support to the Government. Visit www.sptrm.com for company information. ■

Morgan Marrow Will Move to New Facility

Morgan Marrow, a Hampton-based insurance company, will relocate to its own premises at 21 Manhattan Square, off of Butler Farm Road in winter of 2003. Morgan Marrow was started in Hampton in 1907, with a mission to provide lifetime insurance coverages for business and family's insurance needs. Offering service on a wide-range of insurance needs, ranging from business, environmental and liability insurance to group health insurance for homeowners, boats, and automobiles, Morgan Marrow offers single source solutions for businesses and individuals. The company will celebrate 100 years of existence in 2007 and Hampton is proud to have it here. ■



Morgan Marrow building under construction off of Butler Farm Road.

Eagle Aeronautics, Inc. Receives HUBZone Certification

Eagle Aeronautics, Inc., founded in 1994 in Hampton, provides high technology engineering problem solving and support services for government and industry clients. Eagle specializes in conceptual design of aircraft and spacecraft, analysis of vehicle structures, vehicle performance, and environmental impact studies. Currently, Eagle is working on several projects including Structures Test Lab Support and Computer Clusters for NASA, Shuttle Sonic Boom Archive, and as a subcontractor to Lockheed Martin and Northrop Grumman for Quiet Supersonic Platform projects. Eagle was certified as a HUBZone business in July 2003. *Editor's Note: The Economic Link newsletter, August 2003 issue, incorrectly listed Eagle Aviation Technologies, Inc., another Hampton company as receiving the HUBZone certification.* ■



Metro Productions Developing Multimedia Program for U.S. Coast Guard

Metro Productions, a multimedia production company headquartered in Hampton, has been selected by the U.S. Coast Guard to produce an interactive multimedia program highlighting the Coast Guard's Integrated Deep Water System Program. Subtitled "America's Shield of Freedom," the interactive CD-ROM tells the story of the transformation of the Coast Guard from updating its fleet of aircraft and ships to modernizing technologies, sensors, logistics and communication systems. The production was shot on location in Portsmouth and in Metro's studio in Richmond. Visit www.metroproductions.com for company information. ■



Hampton Roads Small Business Development Center Launches New Website

The Small Business Development Center of Hampton Roads, Inc., recently launched its new website, located at www.hrsbdc.org. Designed to serve as the region's *preferred* small business services provider, the center has resources to help grow and strengthen area companies.

The Center is part of a statewide network that is directed by George

Mason University. It is hosted locally by the Hampton Roads Chamber of Commerce and supported by the City of Hampton, Thomas Nelson Community College, Tidewater Community College, the Eastern Shore Community College, the Virginia Peninsula Chamber of Commerce and the Retail Alliance.

Some of the services the SBDC offers include:

- Business planning assistance
- Business counseling
- Market research and analysis
- Networking opportunities
- U.S. SBA loan guarantee program information
- Informative workshops and seminars. ■



Home page of
the SBDC's new
website.

IRS TAX WORKSHOP

Date: Dec. 4, 2003
Time: 9:00 am – 4:00 pm
Cost: \$10 per person (must accompany registration)

HR SMALL BUSINESS
DEVELOPMENT CENTER
PENINSULA WORKFORCE
DEVELOPMENT CENTER

600 Butler Farm Road,
Conference Room
Hampton, VA 23666

Phone: 757-865-3128 or
e-mail: purdiee@incc.vccs.edu

RSVP by November 21, 2003

Virginia Small Business Financing Authority (VSBFA) Direct Loan

The Virginia Department of Business Assistance has launched a new loan program for Virginia businesses – *VSBFA Direct*. Funding is available for small businesses in technology, biotechnology, basic industry, manufacturing, agribusiness, wineries and vineyards, businesses or entities that provide for a locality's economic and quality of

life developments. Small tourism-related businesses are among those eligible now. Minimum loans are \$50,000; maximum loans are \$500,000 with a \$250,000 cap on working capital purposes.

Created in response to requests for non-traditional lending options from the business and economic development community, VSBFA Direct is an innovative, uncon-

ventional financing program that can provide financing assistance directly to companies without the participation of other lenders. The loans can finance many business needs including the working capital needs of emerging or expanding businesses. For details, visit www.dba.state.va.us or call 804-371-8254. ■

New Center for Technical Data and Information Available to Business Community

The Center for Technical Data and Information (CTDI) at VECTEC is a business service of Virginia's Center for Innovative Technology (CIT). CTDI primarily offers business, technical and scientific document search and retrieval support for regional programs and clients of CIT, but also works with Virginia businesses.

CTDI can assist the information needs of your business whether you need answers to routine

questions or require in-depth research on competitors, potential customers, products and suppliers, industry statistics and trends, or regulations, grants and trade associations. Highly trained and qualified staff can quickly provide access to leading business electronic and print resources such as Dialog, Hoovers, Dun & Bradstreet and the Virginia Manufacturer's Directory. For more information on how CTDI can help, visit www.vectec.org/ctdi or call 757-594-7633. ■

The Future of Downtown Hampton

What are some of the best places in Hampton's downtown area? What are its strengths? What would we like to see improved? What is our vision for Downtown Hampton?

These questions and many more were considered during a number of planning meetings regarding Hampton's downtown to include the core downtown business district, surrounding neighborhoods of Pasture Point, Old Hampton, and the Victoria Boulevard Historic District.

Businesspeople, youth, neighborhood associations, downtown area churches, and citizens throughout Hampton attended these meetings to share their ideas about the future of Downtown Hampton.

And on August 28, at the latest Downtown Hampton Master Planning meeting, Urban Design Associates presented conceptual designs for Hampton's downtown area.

Throughout the past months, the city's Planning Department and Urban Design Associates have met with Hampton citizens to discuss Downtown Hampton's strengths



Architectural rendering of downtown Hampton area designed by Ray Gindroz's firm Urban Design Associates, Inc.

and weaknesses. They have researched successful downtown areas in other cities and compared them to Hampton's downtown area.

Their efforts have resulted in a proposed plan for the future of Downtown Hampton.

The next step in the planning process will be to receive input from City Council and establish a long-term plan.

In a nutshell, the downtown plan and other small area or district plans in the city provide some of the important detail to implement

the broad direction that is beginning to come out of the Community Plan and that is currently contained in the adopted Strategic and Comprehensive Plans. Some of the downtown plan recommendations, for example, advance the cities goals for healthy neighborhoods and a healthy business climate.

To learn more about this process, visit www.hampton.gov/communications for schedule times and dates. *Source: City of Hampton, Public Communications Department* ■

Hampton Welcomes a New Downtown Attraction: The Ocean Eagle

— Rockfishing Trips Now Through December 31, 2003 —

Captain Wainwright invites you to join his crew and other guests on his 65-foot headboat fishing the lower Chesapeake Bay and Hampton Roads. Holding up to 70 passengers, the Ocean Eagle features an indoor seating area, snack bar, bathrooms, and most importantly, lots of room for fishing. Bait and tackle are provided. She is U.S. Coast Guard safety certified and features all the latest navigation equipment. A professional mate is on board to assist passengers with baiting their hook and unhooking any catch. The passengers drift fish with bottom-rigs for croaker, flounder,



Sponsored by the Hampton CVB, the tournament is scheduled Nov. 7-8.

spot, trout and bluefish. Rockfishing trips are scheduled now through Dec. 31, 2003. Call 757-868-3474 for rates, reservations and additional information.

Ocean Eagle

Downtown Hampton Public Piers
756 Settlers Landing Road
Hampton, VA 23669
(757) 868-FISH
info@hamptonroadscharter.com
www.hamptonroadscharter.com

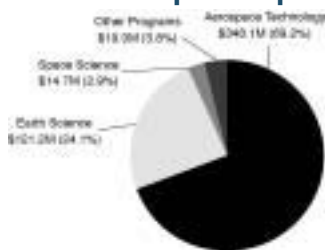
Times: Daily, 6:30-11:30am & 12:30-5:30pm; Wed & Fri, 6:30-10:30pm.

Admission: Day Fishing, \$20; Night Fishing, \$25. ■

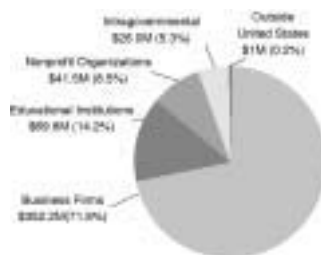
NASA Langley Contributes \$2.25 Billion to Local, Regional and National Economy

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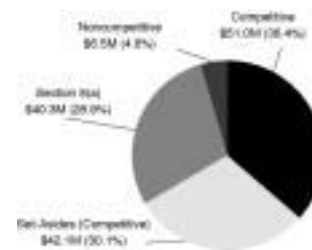
Fiscal Year 2002 Research and Development Spending



Small Business Awards



Fiscal Year 2002 Procurements



NASA Langley Appoints New Director

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engineering and safety assessments across the entire Agency," said Bridges. "Establishment of this independent capability for NASA is my highest priority."

Since 1917, Langley has pushed the frontier of aerospace technology development when the facility was established as the nation's first civilian aeronautics laboratory. It's a legacy that lives on today with more than

half of the center's research efforts geared toward aviation. Langley is a recognized leader in aviation safety and security initiatives, quiet aircraft technology, small aircraft transportation and aerospace vehicles system technology. It supports NASA space programs with atmospheric research and technology testing and development. NASA Langley's website is www.larc.nasa.gov. ■

National Institute of Aerospace Names First President

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physics from the University of Virginia and a doctorate in mechanical engineering from Columbia University. "I'm really excited to be given this tremendous opportunity," said Lindberg. "The support NIA has received from NASA Langley and the community in our start up year gives me great confidence that the Institute will grow quickly and make great contributions to aerospace research and graduate education."

NIA is a private, non-profit research institute comprised of a consortium of universities and the American Institute of Aeronautics and Astronautics Foundation, Reston, Va. NIA acts as a strategic partner with NASA Langley to enhance its

renowned aerospace and atmospheric research capability. The Institute complements Langley's research creativity, expands research and technology development opportunities, and represents the creation of a significant new research and education asset for the nation. The Institute will also be a catalyst for economic development by stimulating the commercialization of new intellectual property and facilitating the growth of new business opportunities. For more information about the National Institute of Aerospace and a list of member universities, please check the Internet at <http://www.nianet.org>. Source: NASA Langley Research Center news release. ■

Quarterly Calendar

Date	Event	Host	Fee Charged
November 13, December 11	Peninsula Business After Hours	Virginia Peninsula Chamber of Commerce www.vpcc.org Phone: 757.262.2000	No
November 12	Developing an Internet Marketing Plan	VECTEC, Christopher Newport University www.vectec.org/ecommercecourses.html	Yes
November 12 - 13	Virginia Technology Capital Access Forum	Virginia Tech Program Development www.capitalaccessforum.com Phone: 540-231-7887	No
November 19	TechStart Bootcamp	Center for Innovative Technology www.cit.org or e-mail: ddeperi@cit.org	Yes
November 20	Institute of Defense & Homeland Security - Industry Program	Hampton Roads Technology Incubator Details e-mail: kalvord@hrtc.org	Yes
December 4	Tax Workshop	Small Business Development Center Phone: 757-865-3126	Yes

The above events are subject to change or cancellation.



CITY OF HAMPTON
DEPARTMENT OF
ECONOMIC DEVELOPMENT

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Hampton Briefs

Entrepreneur.com ranked Hampton and the surrounding region as one of the top 10 best U.S. cities for entrepreneurs. The Hampton Roads area was ranked as the 4th top destination in the south and 7th nationwide. This is a rise from last year's 11th place overall ranking. Visit www.entrepreneur.com for details.

Source: Dolan's Virginia Business Observer

Top Guard Security, a security firm with locations in Hampton and Chesapeake, has been awarded a Workforce Services Program training grant from the Virginia Department of Business Assistance. Top Guard is developing a Security Officer Homeland Security Training Program that will certify the company to meet the security needs of commercial, industrial and government clients.

Vigyan, Inc., has been selected to receive the 2003 R&D Award from R&D Magazine for its Pilot Weather Advisory system, which is sold by WSI Corporation as WSI InFlight. Co-recipients of the award include WSI Corporation of Massachusetts, the NASA Glenn Research Center in Cleveland and the NASA Langley Research Center in Hampton. The award was presented Oct. 16 in Chicago.

Eagle Aviation Technologies, Inc., (EATI) recently launched a new website at www.eagleaviationtech.com. EATI is located in the Copeland Industrial Park.

Business Plus Corporation jumped up to number 175 on Inc 500 magazine's list of the fastest growing private companies in the U.S.

Peninsula Air Traffic Up: Passenger traffic for August at the Newport News/Williamsburg International Airport totaled 77,468. This made it the strongest month in the airport's history and a 27% increase over its 60,706 passengers served last August. Passenger numbers totaled 674,541 for the past 12 months, a 38.2% increase for the previous 12 months.

The City of Hampton won the gold award in the category of "Local Government" in the 2003 Governor's Technology Awards presented last month at the Commonwealth of Virginia Information Technology Symposium (COVITS), held in Roanoke. Hampton was recognized for its 311 call center, which provides a centralized location for residents to obtain information. ■